



AIB President's Letter

Alan M. Rugman

In my last letter as President I am pleased to report that the AIB has both continued to grow and also to deepen its geographic diversity.

First, the AIB membership is now over 3000, and attendance at the annual meeting in Beijing is above 1000 for the first time. We thereby achieve the target I set at the start of the term of the current Board. The success of the annual meeting relies on the intense efforts of the AIB Secretariat at Michigan State University coupled with the innovative programs developed by Yves Doz in Quebec City and Mary Ann Von Glinow for Beijing. I am pleased that hundreds of AIB members are involved in the development, refereeing, and presentation of the program. It is difficult for some members to travel to China in June, so we have arranged to have the 2007 meetings in Indianapolis, United States from June 14-17, 2007, and in Milan, Italy in June 2008.

Second, the geographic diversity of AIB reflects approximately half of its membership from North America, with the other half equally divided between Europe and Asia. Looking at recent trends we are on a path towards equal representation from each broad region of the triad. We hope that by rotating the annual meeting to each region that most members will have the opportunity to attend an annual meeting of their choice. We also appreciate the sponsorship by leading universities, Indiana University and Bocconi University respectively, in each of these sites.

Details appear on the AIB website, under 'Events'.

Within the newsletter you will notice a call for the new Editor-in-Chief of *JIBS*. The AIB Board is aware that the transition to a new Editor needs to be closely monitored in order to facilitate the smooth operation of *JIBS*. We have consulted with *JIBS* Editor-in-Chief, Arie Lewin, to ensure a seamless transition to the new Editor-in-Chief who will assume full responsibility for the operation of *JIBS* on January 1, 2008, and become responsible for all new manuscript submissions effective July 1, 2007. The AIB Board also anticipates moving the administration of *JIBS* to the AIB Secretariat commencing with the start of the term of the new Editor-in-Chief. The AIB Secretariat will work with the publisher to ensure the timely publication of *JIBS*. I am very pleased, on your behalf, to acknowledge the institutional support of MSU for the increased work of the AIB Secretariat.

Finally, I would like to thank my colleagues on the Board for their service to AIB. We act as stewards for the future, and we hope that our efforts over these last two years have helped to facilitate your own involvement in the further development of the field of international business. To you we pass the torch.

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Call for Volunteers for AIB Chapter Relations Committee

The AIB Executive Board is currently looking for members that would like to be involved more actively in AIB by volunteering to serve as a member of the AIB Chapter Relations Committee.

The duties of the Chapter Relations Committee include:

- Coordinating AIB's relationship with its chapters
- Facilitating the development of synergies and information exchange amongst the chapters
- Developing strategies to increase member identification with chapters
- Developing strategies to support and promote chapter activities
- Monitoring chapters to ensure they actively promote the goals and objectives of AIB
- Monitoring all chapters' adherence to established chapter guidelines
- Evaluating the performance of all chapters
- Advising the Executive Board on all new chapter applications and other chapter related matters

The committee will consist of 5 volunteer members, the AIB Vice President Administration and the AIB Managing Director. Each volunteer member will serve a term of two years, renewable once. The committee will be appointed by the AIB Executive Board based on volunteer applications received, and should generally be representative of the overall composition of the Academy membership.

If you are interested in becoming more actively involved in AIB and volunteering for a position on this committee, please send an email by September 1, 2006 to aib@aib.msu.edu indicating your interest and a copy of your CV. Please make sure to provide full contact information.

AIB Newsletter is published quarterly by the Academy of International Business Executive Secretariat. For more information, please contact: G. Tomas M. Hult, Executive Director or Tunga Kiyak, Managing Director, 7 Eppley Center, Michigan State University, East Lansing, MI 48824-1121. Tel: +1-517-432-1452 Fax: +1-517-432-1009 • Email: aib@msu.edu • <http://aib.msu.edu>

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JOURNAL OF INTERNATIONAL BUSINESS STUDIES

Arie Lewin, Editor
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EXECUTIVE SECRETARIAT

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Call For Proposals Editor-in-Chief, Journal of International Business Studies

The Executive Board of the Academy of International Business (AIB) is seeking proposals for the Editor-in-Chief of the *Journal of International Business Studies*. The new Editor-in-Chief (2008-2010) will start processing manuscripts July 1, 2007, and be fully responsible for all editorial activities starting January 1, 2008. The selection of a new Editor-in-Chief will consist of a two-stage process. The Board requests that AIB members interested in taking on the editorial responsibility for *JIBS* submit a ten-page description of their editorial strategy and implementation plan for the journal by October 15, 2006. The AIB Board will select and inform the finalists by November 15 and

request the submission of final proposals by February 1, 2007. The finalists will be invited to the March 2007 AIB Board meeting in Indianapolis to present their proposals.

Since 2002, the number of manuscripts submitted to *JIBS* has more than doubled, and the reputation of the journal has improved to become a premier journal (with a Social Sciences Impact Score around 1.30). To ensure a smooth transition of editorships, the AIB Executive Board is now searching for a new Editor well in advance of the end of Arie Lewin's second term. The transition period between July and December 2007 will be arranged between the new and current editorial teams, the AIB Executive Secretariat, and the publisher. The AIB Executive Board will actively monitor the transition. Responsibility for all issues, projects, and ongoing manuscripts will be transferred to the new editorial team in its entirety on January 1, 2008.

The new editorial team will consist of an Editor-in-Chief and a number of associates (e.g., Deputy Editors-in-Chief and Departmental Editors) whose exact number and responsibilities should be outlined in the proposal. In line with other premier journals, the editorship will officially be for a three-year term (January 1, 2008 to December 31, 2010), with the responsibility of manuscript processing starting July 1, 2007. The editorial team would have complete editorial responsibility for the content and organization of *JIBS*, would manage the manuscript review and selection process, and would work with the publishing firm responsible for the timely publication of *JIBS*. In this role, the Editor-in-Chief reports directly to the AIB Executive Board and is required to attend both annual meetings of the Board. Policy decisions related to the journal are the responsibility of the AIB Executive Board while the management of the journal is the responsibility of the editorial team.

The Executive Board anticipates that the AIB Executive Secretariat, led by Professor Tomas Hult (Executive Director) and Dr. Tunga Kiyak (Managing Director), will take over much of the responsibility of the role of a typical "managing editor." The AIB office intends to have an administrative assistant dedicated to *JIBS* and to maintain the online submission system. The AIB Executive Board is open to a variety of proposed ways to handle the processing of manuscripts, but the Board's preference is to centralize with the AIB Executive Secretariat a large component of the *JIBS* activities that have traditionally been performed at the Editor-in-Chief's office (e.g., processing of manuscripts; communication (e.g., between constituencies, e.g., authors, editors, and reviewers, and linkage to the publisher).

The preliminary proposal should include a complete resume of the leading scholar who would serve as Editor-in-Chief. The second round proposals need to include resumes for those who would occupy key positions as Deputy and Departmental Editors. Implementation plans should also include some mention of release time for the Editor-in-Chief and possibly for Deputy Editors from their respective universities. This proposal should also address the provision of the services of an administrative assistant and some physical facilities and equipment, as well as a budget for travel and communications. The financial arrangements necessary to meet these basic costs constitute a key element of the proposal and must be endorsed by the Dean of the lead institution. The Editor-in-Chief's university will be acknowledged in the journal for the duration of the agreement.

Informal inquiries about this process, in advance of an application, can be made to Alan M. Rugman, President AIB, who chairs the AIB Board's *JIBS* Editorial Team Selection Committee (Email: rugman@indiana.edu). Please submit your preliminary proposals to the AIB Secretariat by October 15, 2006 by electronic mail to the AIB Executive Secretariat at aib@msu.edu. The AIB Board will select and inform the finalists by November 15, 2006.



In Memoriam

Neil Hood

1943-2006

Professor Neil Hood was an outstanding academic researcher in the area of international business and multinationals. Appointed Professor of Business Policy at the University of Strathclyde in 1979, he established in partnership with Stephen Young, the Strathclyde International Business Unit and grew it into a highly regarded centre of excellence for research. He will be remembered as one of the pioneers of the academic study of international business in the United Kingdom, and his book on *The Economics of Multinational Enterprise* published in 1979 (and reprinted many times thereafter) had a major influence on generations of students, principally at graduate level. Subsequently with Stephen Young and then with Julian Birkinshaw, he published extensively on the subsidiaries of multinational enterprises, especially the managerial, economic development and public policy dimensions. In total he produced around 20 academic books, and well over 100 articles and contributions to edited volumes. He had a deep and genuine interest in enquiry and knowledge, and especially in its application in terms of scholarship, management practice and policy-making. And a feature emerging from much of Neil's work was his concern for the Scottish economy, but always within an international context. He was an internationalist, with a love of Scotland—its people and its economic performance.

Described by the *Financial Times* (February 4/5 2006), as 'an academic in the real world,' throughout his career Neil also worked in paral-

lel at top levels in both business and government service. He had a wide range of advisory and non-Executive Directorship appointments with public and private companies including Scottish Power, Jacobs Babbie, British Polythene Industries, and Kwik Fit. Neil himself was probably proudest of his contribution to the growth of the venture capital company Scottish Equity Partners Limited where he was Non-Executive Chairman since the company's formation in 1997.

Among a wide range of public policy appointments, Neil headed up the inward investment agency *Locate in Scotland* in the late 1980s; and later, he served as Deputy Chairman of Scottish Enterprise for more than three years until early 2005. In recognition of his contributions, Neil was awarded the CBE in the Millennium Honours List for services to business and economic development.

The academic, business and public policy dimensions of Neil's work were highly synergistic, and provided a breadth and depth of experience which was probably unrivalled around the world. In his research and writings, it is clear how Neil's different lives enriched each other, and also enriched the learning process for countless students and scholars. He could also be quietly scathing with academics pontificating about business and public policy, when he had actually been there, seen it, done it, and borne the scars (as he would say).

Neil Hood had a crucial fourth leg to his life and work. He was a committed Christian, a

lay preacher and, almost inevitably, a writer of Christian books. He published the first of these in 2002. It was to be the only one, but became a trilogy, then five! The manuscript for the last entitled *A Seeker's Guide to Christ* was delivered to the publishers, ahead of schedule, a few days before his sad death from cancer on 2nd February 2006.

A personal observation by Stephen Young:

Neil and I were academic colleagues and friends for 30 years, during which time we lectured together; published about 100 works together and with others; travelled the world together; played football together; and laughed a lot, often at each other. His contributions in academic life as in other fields derived from his capabilities as a strategic thinker, his entrepreneurialism, and from his fertile and endlessly restless mind. But we should never forget his other qualities which he carried with him throughout his life:

- Providing inspiration and positive energy to others
- Caring for people. He was kind/sympathetic—never forgetting people who were less privileged than himself.
- Neil was a very committed, very sincere Christian; a principled and ethical man; a good colleague; and a great and loyal friend.

I miss him greatly but remember him warmly and retain great memories.

A personal observation by Julian Birkinshaw

I first met Neil as I was completing my PhD. We made an immediate connection through our mutual interest in foreign-owned subsidiary companies, and over the summer of 1995 I based myself in Scotland to begin what became a highly productive research partnership for both of us. Neil had a huge influence on my thinking—he brought a very practical point of view to my theoretical ideas, and he showed me how important the host-country policy framework was to shaping the initiatives and actions of subsidiary managers.

I have no idea how Neil fitted everything in—at the same time as working with me on a couple of papers he would be editing one book, writing a second, working with Steve Young on a couple of other projects, and managing his ongoing commitments with the Church, Scottish Enterprise and half a dozen companies. I guess he was just extremely efficient in getting things done, and in juggling the different parts of his life—a skill many of us would like to have.

The four hundred or so people at Neil's funeral—from Scottish cabinet ministers to university professors to members of the congregation at his local church—are testament to the wide range of people that Neil influenced through his personality and his work. I miss him a great deal, but I am thankful for the time we spent together and for the inspiration I gained in working with him.

*Stephen Young, University of Glasgow
Julian Birkinshaw, London Business School*

Call for Papers

Due date for e-submission of papers is October 6, 2006

2007 Academy of International Business—U.S. Midwest Region Conference

in conjunction with the 43rd Meeting of the MBAA-International

March 28-30, 2007 • Drake Hotel • Chicago, Illinois

<http://www.aib-midwest.utoledo.edu/> <http://mbaaconference.org>

PROGRAM CO-CHAIRS:

Dr. Anthony C. Koh, Associate Professor, University of Toledo

Dr. Vern Terpstra, Emeritus Professor, University of Michigan

MEETING ANNOUNCEMENT:

The annual conference of the Academy of International Business-U.S. Midwest Chapter will be held in conjunction with the Midwest Business Administration Association-International annual meeting in Chicago during March 28-30, 2007.

WHO SHOULD ATTEND?

Academicians, business professionals, government and NGO representatives, students in higher education (particularly masters and doctoral students), and any individual interested to learn about issues pertaining to *International Business* in an ever changing global environment and to network with conference participants should attend.

PAPERS and SPECIAL SESSIONS OF PANELS, SYMPOSIA, TUTORIALS, AND WORKSHOPS:

Papers and special session proposals within a global/international context are welcome. If you wish to conduct a special session (panel, symposium, tutorial, or workshop), please submit a summary of at least two pages on what you propose to do in your session and why it is of interest and importance to Academy members. There is considerable latitude and flexibility as to content and conduct of these special sessions. However, you must provide your own participants (such as panel members) and any unusual equipment needs. All paper presenters, participants of panels, symposia, tutorials, and workshops must register and attend the meeting. An award will be presented to the best paper competitively reviewed within the regular session track.

TRACK THEMES AND CHAIRS [Email manuscripts or proposals to the Program Chair (Anthony.Koh@Utoledo.Edu) *and* to the appropriate Track Chair]

	Track Themes	Track Chair (Email)
1	Global E-Business and Information Technology	James Chow (jschow@mail.ecsu.edu)
2	Institutions, Regional Economic Integration, and International Political Economy	Michael Pisani (pisan1mj@cmich.edu)
3	Economics, Finance, Accounting, and Tax in the Global Arena	Nicole Castater (nmcastater@aol.com)
4	Transnational Supply Chain Management Issues	Thawatchai Jitpaiboon (tjitpaiboon@bsu.edu) or John (Jack) Spillan (jes40@psu.edu)
5	Organization Behavior, Organizational Theory and Human Resource Management issues in International Business	Karen Moustafa (moustafk@ipfw.edu)
6	Outsourcing: In-shore versus Offshore Strategies	Uday Tate (tateu@marshall.edu)

7	Global Entry Strategies: International Marketing, Export, Import, Licensing, Joint-Ventures, FDI, Strategic Alliances, Countertrade	Ahmet Kirca (kirca@gwu.edu) or Robert Moussetis (rcmoussetis@noctrl.edu)
8	Branding, Advertising, Consumer Behavior, and Sales Management in Global Markets	Bashar Gammoh (b_gammoh@yahoo.com)
9	Ethics and Corporate Governance: Global Perspectives	David Boggs (boggsdj@slu.edu) or Raffaele DeVito (rdevito@emporia.edu)
10	Global Strategic Management	George Tesar (gtesar@chorus.net) or Don Beeman (DBeeman@UTNet.UToledo.Edu)
11	Big Emerging Markets: Environmental and Organizational Changes	Carol Finnegan (finneg10@msu.edu) or Sameer Vaidya (svaidya@txwes.edu)
12	Cross-Cultural Research: Issues and Future Directions	Chen Ferguson (fergusc@muohio.edu)
13	Culture, Conflict, Cognition, and Negotiations in Global Business	Abel Adekola (adekolaa@uwstout.edu) or Ken Kim (KKim@UTNet.UToledo.Edu)
14	Pedagogical and Teaching Issues in International Business Education	Anthony Koh (Anthony.Koh@Utoledo.Edu)
15	Entrepreneurship and New Venture Imperatives in Global Business	Etienne Musonera (musonera@yahoo.com)
16	New and Emerging Areas in Global Retailing and Other Services Marketing	Elizabeth Alexander (alexanec@marshall.edu)
17	Legal Aspects in International Business	Nicole Castater (nmcastater@aol.com)
18	Innovation and New Product Development in Global Business	Attila Yaprak (aa4506@wayne.edu) or Srđan Zdravkovic (zdravks@slu.edu)

STUDENT TRACK (only authored by students) (email manuscripts to Program Chair Anthony. Koh@Utoledo.Edu):

College students, particularly those pursuing masters and doctoral degrees, are encouraged to submit their papers to the Student Track. An award will be presented to the best paper competitively reviewed within the Student Track. Only papers solely authored by students will be reviewed in this track; papers co-authored between students and faculty will be reviewed in the regular track.

PROCEEDINGS *Journal of International Business Research and Practice*:

The Academy of International Business-U.S. Midwest Chapter will publish Proceedings containing all papers presented at the meeting. This publication is distributed at the conference.

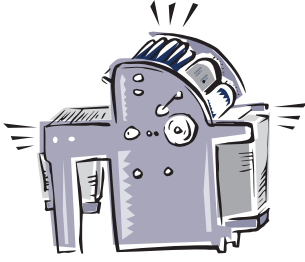
2007 Midwest AIB Conference PAPER REVIEWERS and DISCUSSANTS:

You are also invited to serve as a paper/manuscript reviewer or as a discussant. If you are interested to serve the AIB-U.S. Midwest Chapter in one or more capacities, please email your interest to the Program Chair at Anthony.Koh@Utoledo.Edu

INSTRUCTIONS FOR CONTRIBUTORS and MANUSCRIPT SUBMISSION GUIDELINES:

Instructions for manuscript contributors are posted at http://www.aib-midwest.utoledo.edu/AIB_Midwest/manuscript_submission_guidelines.htm

Reminder: A copy of the complete paper must be received via email by October 6, 2006 (No extension or abstracts)

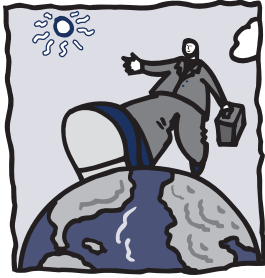


Just off the Press

- ⇒ **Eugene D. Jaffe** (Copenhagen Business School) and **Israel D. Nebenzahl** (Bar-Ilan University, Israel) announce the second edition of *National Image & Competitive Advantage* (Copenhagen Business School Press 2006, ISBN: 87-630-0172-1). Following the success of its predecessor, the second edition updates and broadens the scope from “country image” to “place branding.” Many new studies have emerged since the first edition was published, and they are integrated in the new edition. The second edition is still aimed at three audiences: students of international marketing and business courses as a supplement to global product and advertising strategy; to international marketing managers; and to those industry and government officials who must deal with the problems of creating and maintaining a country’s national image.
- ⇒ **Subhash C. Jain** (University Of Connecticut) and **Sushil Vachani** (Boston University) have co-edited *Multinational Corporations and Global Poverty Reduction* (Edward Elgar 2006, ISBN: 1-84376-581-0). The contributors to this volume, top scholars of international business, examine the effects of globalization on the developing world and address ways in which multinational corporations (MNCs) can play a positive role in the fight against poverty. The essays illustrate how, by creating new business models, multinational enterprises are best equipped to relieve global poverty. By making investments among the poor in pursuit of profit and shareholder wealth rather than as charity the economic activity generated by investments would go a long way towards reducing poverty. The contributors show how following this strategy would lead to today’s poor becoming part of the economy and emerging as visible customers for MNCs.
- ⇒ **Masaaki Kotabe** (Temple University) and **Michael J. Mol** (University of Reading) have co-edited a two-volume set, *Global Supply Chain Management* (Edward Elgar 2006, ISBN: 1-84542-131-0). Global Supply Chain Management brings together in two authoritative volumes the best and most interesting academic work on global supply chain management from international business and international management, marketing, strategic management, operations management, purchasing and supply management, and economics. Consisting of 46 articles dating from 1974 to 2004, the questions it answers include: in what way do buyer-supplier relations differ across countries; What are the consequences of offshore sourcing for firms, industries, and countries; How should firms manage cultural differences between themselves and their suppliers; and How can firms use global SCM to improve their performance.
- ⇒ **Carl Rodrigues** (Montclair State University) has published a novel, *Finding Soledad* (PublishAmerica 2006, ISBN: 1-42410-997-3). The novel is a cross-cultural, cross-national adventure containing a strong academic flavor and tells the offbeat romantic story of an attractive, charismatic, charming university professor, writer, and guitarist whose dream is being in love.
- ⇒ **Günter K. Stahl** (INSEAD) and **Ingmar Björkman** (Swedish School Of Economics) have co-edited *Handbook of Research in International Human Resource Management* (Edward Elgar 2006, ISBN: 1-84542-128-0). In providing an insightful overview of a wide range of global human resource issues facing MNCs, this path-breaking handbook highlights emergent topics and new research findings that could shape the field of future IHRM research. Theoretical discussion of the variables and processes that affect IHRM policies and practices is provided by renowned contributors with widely differing academic

backgrounds, paradigmatic orientations, and theoretical and methodological approaches. They explore extensive subject matter including: the importance of linking IHRM policies and activities to organizational strategy; staffing, performance management, leadership development, and diversity management; international assignment and mobility issues; the role of IHRM in the management of global teams and cross-border joint ventures, mergers and acquisitions.

☞ **Gabriele G.S. Suder** (CERAM Sophia-Antipolis European School of Business) has edited *Corporate Strategies under International Terrorism and Adversity* (Edward Elgar 2006, ISBN: 1-84542-241-4). This second book from Suder, analyzing the implications of terrorism on international business and corporate strategy, raises key issues facing international business and management in an era of global uncertainty. The contributors analyze and evaluate the main strategic and operational responses to global commerce and management. They explore the complexities and linkages of firms, industries, organizational structures, international relations, markets and terrorism networks. They investigate these networks and offer insight into the strategic behavior of international firms. The authors likewise examine corporate management and performance issues that encompass internationalization and location decisions, global supply chain management and brand portfolio challenges. The book concludes by outlining future challenges and with a discussion of the crucial issues that remain open and that will be shaped by the geopolitical context and the way business adapts its corporate strategies.



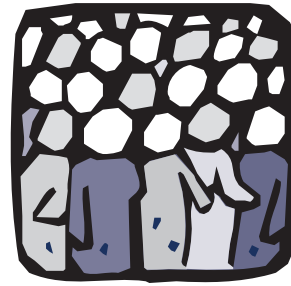
Members on the Move

- ⇒ **Bjorn Ambos** has accepted an appointment as Professor of International Management and Marketing at Vienna University of Economics and Business Administration, Vienna, Austria.
- ⇒ **Peter J Buckley** of CIBUL, University of Leeds has been chosen as the third recipient of the Viipuri Prize in Strategic Management and Business Economics at the Lappeenranta University of Technology in Finland for his “outstanding record in the field of international business research.” It will be awarded at the Viipuri Prize Ceremony at Lappeenranta on September 7th 2006. The first two Viipuri Prize awardees were David Teece from Berkeley and James March from Stanford.
- ⇒ **Francisco Garcia**, Assistant Professor of Business Management at the University of Oviedo (Spain), has been awarded the Premio Joven 2005 in Economics/Management and the FUNCAS (Fundación de las Cajas de Ahorros) prize for publication of doctoral dissertations 2004-05. The Premio Joven is annually awarded by the Fundación General Universidad Complutense de Madrid (Complutense University Foundation) to theoretical or applied research on Economics or Management conducted by young Spanish researchers under the age of 35. The FUNCAS prize is awarded also annually by the Fundación de las Cajas de Ahorros (Savings Banks Foundation) and consists in publication of the winner’s doctoral dissertation. Francisco’s dissertation analyzes why Spanish manufacturing SMEs export and how their international sales relate to firm performance.
- ⇒ **Karl P. Sauvant** has retired from his post as Director, Programme on Investment, Technology and Enterprise Development, UNCTAD. He is now Executive Director of the Columbia Program on International Investment (CPII), Lecturer in Law at Columbia University’s Law School and Special Advisor to the UN Millennium Project as Co-Director of the Millennium Cities Initiative (MCI). The goal of the CPII is to be a thought-leader on issues relating to the role of foreign direct investment in today’s world economy. The Program takes an interdisciplinary approach, dealing with the subject from a policy, legal and economic perspective. It seeks to involve experts from throughout the world in its activities. He also remains a Guest Professor at Nankai University, China.

AIB Newsletter would like to share the latest news about its members in the Members on the Move and Just Off the Press sections. Email your professional accomplishments, book publications, promotions, and honors, to: aib@aib.msu.edu. Please limit your announcements to 150 words and identify the name of the section it is intended for in the subject line of your email.

New AIB Members

AIB welcomes the following 454 new members who joined our community between February 16, 2005 and May 15, 2006.



Henrik Agndal
Adam Ahern
Murat Akpınar
Adel Al Khattab
Matthew Allen
Isabel Alvarez
Farzad Alvi
Sami Alwuhaibi
Mohammad Alzuhair
Melinda Andrews
Zoltan Antal-Mokos
Valerie Antcliff
Yana Atanasova
James Atta
Guilherme Azevedo
Reinhard Bachmann
Youngmi Baek
Yongjian Bao
Bradley Barnes
James Barth
Jean Bartunek
Chris Baumann
Andreas Bausch
Elena Beleska-Spasova
Robert Greg Bell
Jenny Berrill
M M J Berry
Tejinder Billing
Christopher Blocker
Kevin Boeh
Claes Bohman
Laurence Booth
Nancy Borawski
Nikos Bozionelos
John Branch
Barbara Brenner
Chris Brewster
Nancy Buchan
Marcelo Bucheli
Pawan Budhwar
Kirt Butler
Paula Caligiuri

Ronald Camp II
Steven Casper
Davide Castellani
Man-Ling Chang
Sheng-Hsiung Chang
Reccia Charles
Der Chao Chen
Naiwei Chen
Yi-Min Chen
Lu-Jui Chen
Shyh-jeer Chen
Li-Yu Chen
Chao C. Chen
Cheng-Feng Cheng
Ping-Shan Cheng
Jin Seop Cheong
Chih-Fang Chiu
shih-kuan Chiu
Hyuksoo Cho
Clare Chua
Mona Chung
Geum Lyul Chung
David Collis
Neil Conway
Fang lee Cooke
Richard Cookson
Kristien Coucke
Erin Coyne
Jo Crotty
Angela Da Rocha
Ou Dai
Howard A. Davies
Gary Davies
Ronald Davies
Lina Deng
Yuval Deutsch
Kevin Dickenson
Boris Dimitrijevic
Yuan Ding
Kyecheon Do
Mark Dodgson
Maggie Chuoyan Dong

Harold Doty
Agnes Dr. Bernek
Tarik Driouchi
Yuping Du
Beverley Earle
Yousef Eiadat
Olof Erland
Mirko Ernkqvist
Er Fang
Lo Fang-Yi
Dana Farrow
Christian Felzensztein
Wenhao Feng
Marina Fiedler
Jan Hendrik Fisch
Rich Flaherty
Afonso Fleury
Maria Tereza Fleury
Patrick Flood
Luis T. Flores
Nuran Fraser
Gary Frazier
Torbjörn Fredriksson
Marion Frenz
Martin Friesl
Fabian Froese
Mark Frydenberg
Zhengping Fu
Qiang Fu
Takeshi Fujii
Janet Fulk
Joan Gabel
Jijun Gao
Yuhui Gao
Martin Gargiulo
Ronald Gilbert
Sanjay Goel
Jorge Gonzalez
Ana Maria Goy-Yamamoto
Martin Grossman
John Grout
Jing Gu

Omrane Guedhami
Hongjun Guo
James Guthrie
Parissa Haghirian
Lotta Häkkinen
Yunxuan Han
Michael W. Hansen
Sidney Harris
Faith Hatani
Sairan Hayama
Hui He
Wei He
Martin Hemmert
Dean Hennessy
Michael Henry
Thomas Hiebaum
Thomas Hippler
Simon Hoy
Magdalena Hrabankova
Chia-Wen Hsu
Shu-Kuan Hsu
Mingshu Hua
Manli Huang
Jing-Wen Huang
Yen-Chih Huang
Yuelu Iona Huang
Qihai Huang
Ying Huang
Chun Hui
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Multinational Management is a research area. Other areas include: Strategy, Organizational Behavior, Human Resources Management and Entrepreneurship. Applicants should be solidly grounded in one of these areas, or in a relevant social science discipline, *and* demonstrate strong international interests.

The Wharton School and the Department of Management are fully committed to globalization. The student body is very international and an innovative and exciting program is in place which will globalize the curriculum, students, and faculty. As Multinational Management is an integral part of the Department, faculty have a unique opportunity to pursue international and functional management interests in research and teaching.

Successful candidates will be able to demonstrate outstanding research potential as well as a strong interest and competence in teaching. Applicants for positions other than entry level should have a solid record of publication in first rate academic journals.

Interested individuals should submit a cover letter (indicating the areas for which you want consideration), curriculum vitae, 3 letters of recommendation, sample publications and abstracts. Applications must be submitted via our secure website:

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